

# **Oregon**

# **TRADE FINANCE GUIDE**

**and**

*Resource Information for*

*Export Assistance*

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U.S. Export Assistance Center, Portland, Oregon

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**U.S. Export Assistance Center**  
One World Trade Center

121 SW Salmon Street, Suite 242  
 Portland, OR 97204  
 (503) 326-3001

<http://www.buyusa.gov/pnw/portland.html>

The Portland Export Assistance Center coordinates and leverages federal and state resources to help businesses in Oregon and SW Washington increase exports and compete in the global marketplace. Staffed by international trade specialists of the U.S. Department of Commerce and the U.S. Small Business Administration, the office is a quick access point for all federal export assistance programs and offers business counseling in the following areas: information on markets abroad, international contacts, product promotion and export financing or SBA loans.

- **U.S. Department of Commerce, Commercial Service**

- Research and counseling on identifying appropriate international markets
  - Identifying potential international agents and distributors
  - Participating in international trade exhibitions
  - Qualifying international business partners
  - Developing international documentation
  - E-Commerce Services

- **U.S. Small Business Administration**

- Information on export financing methods, strategies and programs
  - Loan application information to finance export sales of small business exporters
  - Listings of Participating banks that offer SBA-backed export financing
  - Loan packaging services for SBA's Export Working Capital Program applications
  - Information on export credit insurance programs and brokers contact list

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## INTRODUCTION

The purpose of this guide is to provide exporters in Oregon with current information on local, regional and national export assistance resources with an emphasis on export financing. Questions related to export financing may pertain to methods of payment, comparisons of payment options, risk assessment and mitigation, how to structure a transaction, how to find local contacts for export financing or how to apply for SBA export loans.

### EXPORT TRADE FINANCING

**Export Trade Financing** and its four major functions or concerns:

- ❖ The first is the **method of payment** which may involve documentary letters of credit, documentary collections, wire transfers, or foreign currency exchange. The international divisions of major banks assist the exporter with these services and can provide technical advice to assist a firm in getting paid for overseas sales, Letter of Credit drafting or review, etc. See also SBITC.
- ❖ The second area is **financing the export transaction cycle; this means identifying a source for the working capital** to fund the export transaction. This may include pre-shipment financing for the production cycle (materials, inventory, labor), post-shipment financing to extend credit terms, or both. Typically, such financing is available from the commercial lending departments of a bank, particularly the bank's Small Business Lending Divisions. Several banks that provide such financing are listed in this guide. Some banks provide export financing through their international banking departments for larger transactions; early stage exporters will need a government-guaranty, i.e., from SBA, in order to get financing.
- ❖ The third area is risk mitigation when **extending credit to overseas buyers**. Included in this guide are credit agencies that will assist you in evaluating buyer risk, as well as insurance agencies that will provide insurance on overseas accounts receivable. See the listing of brokers in the section on Foreign Credit Insurance.
- ❖ The fourth element in trade finance that may be an issue, especially for larger transactions, is **buyer financing**. The Export-Import Bank of the United States (ExImbank) has a number of programs that can assist buyers of U.S. exports. For agricultural / commodity financing, the U.S. Department of Agriculture can assist.

#### **NOTE:**

The Portland U.S. Export Assistance Center will assist companies ready to expand into international markets with financing information or international marketing assistance. See U.S. Export Assistance Center FAX request form or SBITC listing for services.

## **SMALL BUSINESS LENDING DIVISIONS**

### ***Banks That Offer SBA's Export Finance Programs***

For small businesses, the best way to access transaction financing is through a bank's Small Business Lending Division. Export businesses which are not yet bankable [less than 3 years in operation] may be able to get financing if the export loan is guaranteed by the SBA.

A list of banks that participate in SBA's Export Working Capital Loan program follows.

#### **Albina Community Bank**

2020 NE MLK Blvd.  
Portland, OR 97212  
Contact: Gerald Howard  
Tel: (503) 285.9998

#### **ShoreBank Pacific**

1200 Naito NW Parkway  
Portland, OR 97209  
Contact: David Williams  
Tel: (877) 326-4326

#### **American Pacific Bank**

121 SW Morrison Street  
Portland, OR 97201  
Contact: Kevin McCann  
Tel: (503) 221.5801

#### **Umpqua Bank**

P.O. Box 23397  
Portland, OR 97281  
Contact: Kevin Cruikshank  
Tel: (971) 544-1118

#### **Bank of Clark County**

15<sup>th</sup> & Washington  
Vancouver, WA 98666-1725  
Contact: Daryl Horowitz  
Tel: (360) 906.9514

#### **Washington Mutual**

600 Hawthorne  
Salem, OR 97309  
Contact: Michael Fowler  
Tel: (503) 316.8094

#### **Bank of the Cascades**

1700 NE Third St.  
Bend, OR 97708  
Contact: Kathy Hendricks  
Tel: (541) 617.3616

#### **Washington Mutual**

3545 Gateway Street  
Springfield, OR 97477  
Contact: Terry Vilhauer  
Tel: (541) 741.7500

#### **Pacific Continental Bank**

222 SW Columbia, Ste 1650  
Portland, OR 97201  
Contact: Mark Garrison  
Tel: (503) 350.5341

#### **Washington Mutual**

P.O. Box 1055  
Coos Bay, OR 97420  
Contact: Chris Christofer  
Tel: (541) 269.4253

#### **Pacific Northwest Bank**

888 SW Fifth Avenue, Suite 600  
Portland, OR 97204  
Contact: Tom Lee  
Tel: (503) 417.8815

#### **West Coast Bank**

1000 SW Broadway, Suite 1100  
Portland, OR 97205  
Contact: Kathleen Ayres  
Tel: (503) 224.4245

## SBA's EXPORT FINANCE PROGRAMS

<http://www.sba.gov/oit/>

The U.S. Small Business Administration (SBA) offers lenders a federal guarantee to support export financing to small businesses when the export business is not bankable. SBA guaranteed loans may not exceed \$2 million and the maximum guarantee per company is \$1 million\*. Interest rates for SBA loans are market-based. SBA fees vary by loan maturity, terms and amounts; a personal guaranty may be required and other conditions may apply.

\*[During 2002/03 a temporary cap limits SBA loans to \$500,000]

Types of SBA loans for export financing include transaction financing, start-up and market development loans and long term loans for construction, expansion or equipment financing.

### A. EXPORT WORKING CAPITAL PROGRAM

For single transactions or multiple sales [revolving line of credit], the Export Working Capital Program (EWCP) provides loans to cover pre-shipment or post-shipment working capital or a combination of both:

- **Pre-shipment:** for the manufacture of goods, to purchase finished goods or services for export.
- **Post-shipment:** to finance receivables from export sales (up to 180 days).
- **Combination:** to finance both the acquisition or production of export goods and services and the resulting accounts receivable.

### B. EXPORT EXPRESS

For a variety of export financing uses, i.e., marketing, transactions, equipment, expansion, etc., up to \$250,000, the Export Express loan is available through SBA Express Lenders. They offer expedited review and processing and quick turn around from SBA.

### C. INTERNATIONAL TRADE LOAN

Limited to fixed asset uses, i.e., construction, buildings, equipment, etc., this program offers long term financing up to \$1 million to support growing export businesses. When used in combination with an EWCP loan for working capital, SBA's guaranteed amount can increase to \$1.25 million.

### D. 504 LOAN PROGRAM

Major business expansion, equipment, construction and modernization financing for longer terms [10 or 20 years] and fixed rates based on U.S. Treasury notes is available through SBA designated CDCs (Community Development Corporation) and requires at least 10% equity participation by the borrower.

Contact: Inge McNeese, SBA Regional Export Finance Manager  
U.S. EXPORT ASSISTANCE CENTER, One World Trade Center  
121 SW Salmon St., Suite 242; Portland OR 97204  
Tel: (503) 326-5498 [inge.mcneese@sba.gov](mailto:inge.mcneese@sba.gov)

## INTERNATIONAL BANKING SERVICES

To access international banking services, i.e., opening and negotiating export or import documentary letters of credit, assistance with documentary collections, wire transfers and foreign exchange, contact the international divisions of major banks. An early inquiry, best before negotiating the method of payment, helps to find out about pricing for services, correspondent banking relationships and the scope of each bank's services.

### **Bank of America**

Global Trade Services  
Joy Clarke  
121 SW Morrison, Suite 700  
Portland, OR 97204  
Tel: (503) 275-2249  
[joy.s.clarke@bankofamerica.com](mailto:joy.s.clarke@bankofamerica.com)

### **Union Bank of California**

International Banking Division  
Terri Kunkel, Manager  
407 SW Broadway  
Portland, OR 97205  
Tel: (503) 225-2828  
Fax: (503) 225-2957

### **Bank of the West**

International Banking Division  
Brooke Park  
401 SW Fifth Avenue  
Portland, OR 97204  
Tel: (503) 225-1746  
Fax: (503) 225-1799

### **U.S. Bank National Association**

International Division  
Spiro Papadimos, VP  
111 SW Fifth Avenue  
Portland, OR 97228-6979  
Tel: (503) 275-4347  
Fax: (503) 275-3437  
[spiro.papadimos@usbank.com](mailto:spiro.papadimos@usbank.com)

### **KeyBank National Association**

Global Trade Services  
Oskar Karok  
601 108<sup>th</sup> Ave. NE, 3<sup>rd</sup> Floor  
602 P.O. Box 90  
603 Bellevue, WA 98004  
Tel: (425) 709-4332  
Fax: (425) 709-4334  
[oskar.j.karok@keybank.com](mailto:oskar.j.karok@keybank.com)

### **Western Bank**

International Banking Division  
Christine Martin/ Debbie Gelbach, Mgrs.  
1201 3<sup>rd</sup> Avenue, Suite 1000  
Seattle, WA 98101  
Tel: (206) 461-6724  
1-888-310-2452

### **Wells Fargo HSBC The Trade Bank**

Judy Chen, Actg Manager  
1300 SW Fifth Avenue, MACP 6101-132  
Portland, OR 97201  
Tel: (503) 886-3991  
Fax: (503) 886-4698

### **Columbia Bank**

International Banking  
Kathy Peterman, VP & Manager  
1102 Broadway Plaza  
P.O. Box 2156  
Tacoma, WA 98401-2156  
Tel: (253) 305-0816  
Fax: (253) 272-0105  
[kpeterman@columbiabank.com](mailto:kpeterman@columbiabank.com)

## NON-BANK LENDERS

Transaction financing from non-bank lenders may assist companies that are not able to qualify for bank financing or government-guaranteed loans.

### **Cascadia Revolving Fund**

Raymond Lanza-Weil  
936 SE Ankeny, Ste. 1  
Portland, OR 97214  
Tel: (503) 235-9635  
Fax: (503) 235-1233

### **Willamette Financial Services**

Chuck Watson  
11535 SW Durham Road  
Portland, OR 97224  
Tel: (503) 639-6171  
Fax: (503) 639-6231  
<http://www.leasewfs.com>

### **Production Finance International, LLC**

4054 McKinney Avenue, Ste 212  
Dallas, TX 75204  
Tel: (214) 219-2000  
[www.productionfinance.com](http://www.productionfinance.com)

### **The Commercial Finance Group**

Roy Getty  
4747 SW Kelly Avenue, Suite 100  
Portland, OR 97239  
Tel: (503) 223-3101

- Factoring
- Revolving line
- P.O. (vendor) financing
- Foreign A/R with insurance
- A/R management programs

King Trade Capital  
Eric Fenmore  
3700 Campus Dr., Ste.201  
Newport Beach, CA 92660  
Tel: 1-800-540-0302  
Fax: (949) 756-8171

### **MFR Funding Group.**

62 Columbia  
Rancho Mirage, CA 92270  
Tel: (760) 324-1516

- P.O. Financing
- Letters of Credit
- Import Finance



## EXPORT CREDIT INSURANCE

Export Credit Insurance is specialized insurance to protect against non-payment due to the commercial and/or country risk when selling on open account terms into export markets. Commercial coverage protects against a buyer's nonpayment and political coverage of the insurance protects against default due to war or adverse sovereign actions. Private sector and government insurance programs are offered through brokers. The ExIm Bank offers a special rate for small business exporters.

Export credit insurance may give exporters a competitive advantage of offering open account terms. Lenders will often add insured accounts receivables to a customer's borrowing base, thereby increasing the availability of working capital financing.

### Brokers active in the Pacific Northwest and Montana:

#### **American Credit Indemnity**

Ron Shepherd  
4500 SW Kruse Way, Suite 100  
Lake Oswego, OR 97035  
Tel: (503) 675-2684  
Fax: (503) 675-2685

#### **International Risk Consultants, Inc.**

Ken Carraro  
2526 SW Boundary St.  
Portland, OR 97201  
Tel: (503) 246-0483  
Fax: (503) 246-0482

#### **AON CIA Trade Credit Risk**

Ernest L. Kangas  
500 Ygnacio Valley Road, Suite 370  
Walnut Creek, CA 94596-3844  
Tel: (925) 946-5919  
Fax: (925) 938-2765

#### **MERIDIAN**

Gary Mendell  
12304 Santa Monica Blvd  
Los Angeles, CA 90025  
Tel: (310) 442-3600  
Fax: (310) 207-2810  
[gmendell@meridianfinance.com](mailto:gmendell@meridianfinance.com)  
website: [www.meridianfinance.com](http://www.meridianfinance.com)

#### **CNA Credit / CNA Insurance Companies**

Clifford A. Erikson  
9900 SW Greenburg Rd, Suite 245  
Portland, OR 97223-5405  
Tel: (503) 624-6800  
Fax: (503) 624-5700

#### **NaviTrade Structured Finance LLC**

Brent F. Hoots  
The Lockwood Building  
198 2<sup>nd</sup> Avenue  
PO Box 413  
Niwot, CO 82544  
Tel: (303) 652-2400  
Fax: (303) 652-3535

#### **Export Risk Management**

Stu Schecter  
21 Union St.  
Matawan, NJ 07747  
Tel: (732) 566-1664  
Fax: (732) 441-9585

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#### **Export-Import Bank Policy Small Business Export Credit Insurance (EIB 92-19)**

<http://www.exim.gov/pub62.html>

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## EXPORT IMPORT BANK of the United States

<http://www.exim.gov>

The Export Import Bank of the United States (ExImbank) is the primary U.S. agency charged with providing financing support for American exports through credit risk protection and lending or loan guaranty programs.

ExImbank programs fall primarily into three categories:

- 1) Working Capital Guaranty Program (see also SBA's EWCP program)
- 2) Loan guarantees to foreign buyers of U.S. goods and services
- 3) Credit insurance on open account sales (see Export Credit Insurance)  
**For Small Business Export Credit Insurance:** <http://www.exim.gov/pub62.html>

ExImbank's toll-free hotline, **1-800-565-EXIM**, provides information on seminars and the programs available to finance the sale of U.S. goods and services abroad.

**Contact:** Local Eximbank field representative  
San Francisco Office  
Tel. (415) 705-2285.

**ExImbank, Western Regional Office**  
David W. Josephson, Director  
One World Trade Center, Suite 1670  
Long Beach, CA 90831  
Tel: (562) 980-4585  
Fax: (562) 980-4590

## OVERSEAS PRIVATE INVESTMENT CORPORATION

<http://www.opic.gov>

The Overseas Private Investment Corporation (OPIC) provides project financing, loan guarantees or insurance on foreign investments and a variety of investor services for U.S. companies in some 140 developing nations and emerging economies throughout the world.

- 1) **Finance** - To foster investment, OPIC offers medium- and long-term project financing. Direct loans are available for projects sponsored by American small businesses. For large projects, OPIC will guarantee loans to projects sponsored by U.S. investors, starting at \$2 million per project. OPIC also sponsors several funds offering equity capital for investment projects in targeted countries.
- 2) **Insurance** - To mitigate the risks of investing overseas, OPIC insures U.S. investments against political violence, inconvertibility of currency, and expropriation.
- 3) **Investor Services** - For companies considering overseas investment, OPIC offers a variety of fee-based services including feasibility studies, investment missions, a database of business opportunities, and business outreach.

**Contact:** General Information  
Tel: (202) 336-8400

OPIC Small Business Hotline  
Tel: (202) 336-8610  
[ins.sbg@opic.gov](mailto:ins.sbg@opic.gov)  
[smallbiz@opic.gov](mailto:smallbiz@opic.gov)

OPIC Investment and Development  
Virginia Green  
Tel: (202) 336-8470  
[vgreen@opic.gov](mailto:vgreen@opic.gov)

Insurance  
Red Morris, VP  
Tel: (202) 336-8582  
[Rmorr@opic.gov](mailto:Rmorr@opic.gov)

Small Business Liaison  
Rashmi Nehra  
Tel: (202) 336-8602  
[Rnehra@opic.gov](mailto:Rnehra@opic.gov)

## MULTILATERAL DEVELOPMENT BANKS (MDB)

The U.S. Department of Commerce assists U.S. firms with information on MDB-funded project opportunities, ensuring that project information is available on a timely basis. Liaison officers located in each of these institutions identify projects at the earliest stage possible and serve as advocates for U.S. bidders. Registry in the DACON system is required for consultants to be eligible to bid on MDB projects. The MDBs assist primarily developing countries in financing social and economic infrastructure and privatization projects.

Subscription fees for individual bank publications and on-line information services may apply. For subscriptions to MDB publications contact each bank directly.

### **African Development Bank**

<http://www.afdb.org>

Mr. Tapan Banerjee, Director  
Commercial Liaison Office  
Email: [Tapan.Banerjee@mail.doc.gov](mailto:Tapan.Banerjee@mail.doc.gov)  
Commercial Liaison Office to the AfDB  
USA Trade Center  
Mail Stop: R-U.S. Trade Center  
US Dept. of Commerce  
Washington, DC 20230  
Contact: Kim Cash / Carol Moore  
Tel: (202) 482-5516 / 3913  
Fax: (202) 482-3914

Mr. Scott Pozil, Commercial Liaison Officer  
Commercial Liaison to the AfDB  
Email: [manila.adb.office.box@mail.doc.gov](mailto:manila.adb.office.box@mail.doc.gov)  
U.S. Commercial Service Abidjan  
5 Rue Jesse Owens  
01 B.P. 1712  
Abidjan 01, Cote D'Ivoire  
Tel: (225) 22-41-12-50  
Fax: (225) 22-41-12-60

### **Asian Development Bank**

<http://www.adb.org>

Mr. Stewart Ballard  
Senior Commercial Officer  
Email: [Stewart.Ballard@mail.doc.gov](mailto:Stewart.Ballard@mail.doc.gov)  
25/F Ayala Life/FGU Center  
6811 Ayala Ave.  
Makati City 1226, Philippines  
Tel: (63-2) 887 1345/1346  
Fax: (63-2) 887 1164

### **European Bank for Reconstruction & Development**

<http://www.ebrd.org>

Ms. Alice Davenport  
Senior Commercial Officer  
Email: [Alice.Davenport@mail.doc.gov](mailto:Alice.Davenport@mail.doc.gov)

Office of the Executive Director EBRD  
One Exchange Square  
London EC2A2JN, United Kingdom  
Tel: (44) 20 7588-8490  
Fax: (44) 20 7588-8443

### **Inter-American Development Bank**

<http://www.iadb.org>

Mr. Gene Harris, Director  
Commercial Liaison Office  
Email: [Gene.Harris@mail.doc.gov](mailto:Gene.Harris@mail.doc.gov)  
Commercial Liaison Office to the IDB  
1300 New York Avenue, NW  
Mail Stop E 0209  
Washington, DC 20577  
Tel: (202) 623-3821/382  
Fax: (202) 623-2039

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### **World Bank**

<http://www.worldbank.org>

Mr. William Crawford, Director  
Commercial Liaison Office  
E-mail: [Wcrawford@worldbank.org](mailto:Wcrawford@worldbank.org)

Mr. Eric Henderson, Commercial Liaison  
Commercial Liaison to the World Bank  
E-mail: [Ehenderson@worldbank.org](mailto:Ehenderson@worldbank.org)  
1818 H Street, NW  
Washington, DC 20433  
Tel: (202) 458-0120 / 0118  
Fax: (202) 477-2967

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## U.S. TRADE DEVELOPMENT AGENCY

<http://www.tda.gov>

The U.S. Trade Development Agency (TDA) provides grants to foreign countries for feasibility studies and other planning services for major projects in those countries. TDA-funded studies must be performed by U.S. companies or consortia. The host country plays an active role in developing the scope of work for the study, selecting (on a competitive basis) the U.S. firm to complete it, and then monitoring the progress of the study. By participating in a TDA-funded study, a U.S. company is usually able to establish a presence in the country and initiate what could well develop into a long-term relationship with host country officials and project managers leading to additional business opportunities.

TDA operates in developing and middle-income countries. The types of projects that TDA funds include energy and natural resource development, transportation, telecommunications, and the environment. TDA reviews project proposals to determine whether they meet project criteria, e.g., being an economic development priority for the country, creating U.S. export potential, and falling within funding availability.

### **Other TDA Activities:**

#### **Definitional Missions**

Once a promising project is identified, TDA hires an assessment team made up of U.S. technical experts to conduct a definitional mission (DM). DM studies are frequently performed by small and minority-owned businesses. The purpose of DMs are to compile information critical to TDA's internal selection process. Based on the advice of the DM team, among other factors, TDA determines whether to offer a grant for the feasibility study. DM consultants are precluded from participating in TDA-funded feasibility studies. The DM hotline number is: **(703) 875-7447**.

#### **Feasibility Studies**

TDA funds studies to determine the technical, economic and financial feasibility of major development projects. Feasibility studies provide detailed data that support decisions on whether and how to proceed with project implementation. Feasibility study contractors are selected by host countries using competitive procedures. Requests for proposals are listed in *Commerce Business Daily*.

\*For on-line information on *Commerce Business Daily*, please call: (202) 482-0632

#### **TDA Bi-Weekly**

TDA publishes a newsletter called the *TDA Bi-Weekly*, which provides U.S. suppliers and manufacturers with up-to-date information on TDA supported projects. Small businesses may identify subcontracting opportunities through the publication. For subscription information, please call: **(703) 875-4246**.

**COMMODITY CREDIT CORPORATION**  
**USDA, FOREIGN AGRICULTURAL SERVICE**  
<http://www.fas.usda.gov>

Export credit guarantees for purchases of US agricultural commodities are offered through a variety of programs available through the Commodity Credit Corporation. Coverage is typically 98% of the port value of the export item. Two major programs provide coverage for short term and medium term credits:

- (a) GSM 102 – for a period of 6 months to 3 years and
- (b) GSM 103 -- for more than 3 years

Under both programs, CCC underwrites credit extended by the private US banking sector for food and agricultural products sold to foreign buyers using dollar-denominated irrevocable letters of credit. The letters of credit must be opened by a CCC-approved foreign bank. Any product must be 100% US origin; manufactured inputs, i.e., pesticides, fertilizers, machinery, etc., are not covered.

Steps for Reviewing CCC' Export Credit Guarantee Program Eligibility:

1. Identify current CCC coverage for export product and target country
2. Identify banks in importing country that are CCC approved.
3. Identify participating US bank.
4. Request letter of credit for transaction from eligible foreign bank
5. Apply for CCC approval

**Contact:** Anne Keplinger  
(202) 720-3277

- The National Bank of Cooperatives is very active in financing agricultural exports using USDA programs.

**Contact:** CoBank, International Division  
Rebecca Archer  
Tel: (303) 740-4119  
P.O. Box 5110  
Denver, CO 80217

- Farmers Financial Services, Boca Raton, LA

**Contact:** Charles Vichery  
Tel: (561) 338-6848, ext. 202

## SOURCES FOR CREDIT REPORTS

### On Foreign Companies

#### **Creditreform**

Verband der Vereine Creditreform E.V.  
Germany  
<http://www.creditreform.com>

#### **Dun and Bradstreet**

<http://www.dnb.com>

Local Contact:

Bob Maguire  
2001 6<sup>th</sup> Ave., Suite 2200  
Seattle, WA 98121  
Tel: (206) 728-8900

#### **Graydon America, Inc.**

<http://www.graydonamerica.com>

#### **JI International Inc.**

<http://www.jiintl.com>

#### **Kreller Business Information Group**

<http://www.kreller.com>

#### **Owens Online Inc.**

<http://www.owensonline.com>

#### **Veritas Business Information Inc.**

<http://www.veritas-usa.com>  
For small business access point,  
ECIDA (716) 856-6525

### On US Companies

#### **Equifax Canada Inc**

<http://www.equifax.ca>

#### **Experian**

<http://www.experian.com>  
[smallbusiness@experian.com](mailto:smallbusiness@experian.com)

#### **National Association of Credit Management\_\*)**

7931 NE Halsey, Suite 200  
Portland, OR 97213  
Ph: (503) 257-0802  
Fax: (503) 257-0247

\*) A free service, if requested  
by a government agency.

## Finance Companies

### **Advanced Mortgage Resources**

6400 SW Canyon Ct., # 100

Portland, OR 97221

Tel: 503.292.7999

Fax: 503.291.0222

- direct lender and full service Mortgage Broker
- residential, investment, construction & commercial loans for purchase
- credit lines
- second mortgages
- borrower education

### **BFI Business Finance**

10260 SW Greenburg Rd., #400

Phil Carman

Portland, OR 97223

Tel: 503.293.7395

Fax: 503.293.7396

- lines of credits of \$50,000 to \$2,000,000 to businesses where bank financing is inadequate or unavailable
- work with start up companies facing super-normal growth or turnaround situations
- work with manufactories, distributors and service companies
- asset based lenders using Accounts Receivable Inventory, and or equipment as collateral

### **Capital Associates**

2594 East Barnett Road, Suite C

Jim Botsford

Medford OR, 97504

Tel: 541.773.3377

Fax: 541.773.3407

- provide businesses with solution to their cash flow needs through the purchase of their accounts receivable
- provide international and domestic trade financing backed by pre-sold orders
- work with start-ups, rapid growth, and high leveraged companies

### **Merchant Capital**

1509 SW Sunset Blvd. Ste. 200

Portland, OR 97201

Tel: 503.293.8426

Fax: 503.293.0265

Email: [info@merchantcapital.net](mailto:info@merchantcapital.net)

[www.merchantcapital.net](http://www.merchantcapital.net)

- Specializes in equipment financing and leasing for young and fast-growing companies
- Extensively with start-up companies in most industries, typically providing funding from \$10 K to \$2 Million
- All types of equipment considered
- Extended terms and non-standard plans



## Venture Capital Companies

### **The Crabbe Huson Group, Inc.**

121 SW Morrison. Suite 1400

Portland, OR 97204

Tel: 503.295.0111

- Provide investment services perspective for corporations, unions, organizations and through its family of mutual funds, individual shareholders
- Financial industry leaders

### **Fluke Venture Partners**

11400 SE 6<sup>th</sup> St., Ste.230

Bellevue, WA 98004

Tel: 425.453.4590

Fax: 425.453.4675

- Venture capital firm
- Invests in early and later stage companies located in the Pacific Northwest
- Primary preferences include information technology, health science, specialty retail and companies providing innovative service

### **OVP**

5550 SW Macadam, Suite 300

Portland, OR 97234

Tel: 503.697.8766

Fax: 503.697.8863

- Leading technology-focused venture capital firm in the Pacific Northwest
- Equity investments in early stage companies

### **Veber Partners**

605 NW 11<sup>th</sup> Ave.

Portland, OR 97204

Tel: 503.229.4400

Fax: 503.227.5067

- Private Investment Banking for Northwest Companies
- Financial Advisory Services
- Raising capital , company sales, strategic partnering, ownership transitions, financial restructuring, strategic decision-making for mid-market companies

### **Pacific Horizon Ventures, Inc.**

1001 4<sup>th</sup> Ave Plaza, #105

Seattle, WA 98154

Tel: 206.682.1181

Fax: 206.682.8077

- Invests in venture-stage technology companies in the life science industry
- Actively seeking early stage opportunities in North America

### **Marsh USA**

111 SW Columbia, #500

Portland, OR 97201

Tel: 503.248.6400

- Leading international risk consulting, insurance and reinsurance brokering, employee benefits and financial services groups
- Dedicated to achieving increased value for its clients, through quality, innovation and profitable investment

### **Shaw Venture Partners**

400 SW 6<sup>th</sup> Ave., #1100

Portland, OR 97204-1636

Tel: 503.228.4884

Fax: 503.227.2471

- Largest equity venture capital investor headquartered in Oregon
- Support entrepreneurs capable of building businesses which will become established and attain size sufficient to become publicly traded
- Start-ups as well as firms looking to expand

### **Orca Capital Corp.**

1200 NW Naito Parkway, #500

P.O. Box 4108

Portland, OR 97210

Tel: 503.227.3055

Fax: 503.248.1731

- Regional investment bank raising capital and selling businesses for corporate clients in the Pacific Northwest
- Provide custom corporate financial solutions
- Registered broker/dealer with the Security and Exchange Commission, Member of the National Association of Securities Dealers and the Securities Investor Protection Corporation

**STATE OF OREGON**<http://www.econ.state.or.us>**Oregon Economic & Community  
Development Department (OECD)**

775 Summer Street NE  
 Salem, OR 97301  
 Tel: (503) 986-0110  
 Fax: (503) 986-0256

**OECD-Business Finance**

Mark Huston  
 775 Summer Street NE  
 Salem, OR 97301  
 (503) 986-0165

**OECD****International Trade Division**

Mike Doyle, Manager  
 121 SW Salmon St., Suite 205  
 Portland, OR 97204

**OECD****Trade Development Officers**

Tel: (503) 229-5625  
 Fax: (503) 222-5050

Craig Burke-

Europe

Samuel Saenz

The Americas

Youquin Ma

China

Sunun Setdoonsarng-

Taiwan, Thailand

Junichi Shibatani-

Japan, wood products

Patty McWayne-

Int'l Trade Desk Officer

**Oregon Department of Agriculture**

Development & Marketing Division  
 Dalton Hobbs, Administrator  
 Marketing Services  
 1207 NW Naito Parkway, Suite 104  
 Portland, OR 97209-2832  
 Tel: (503) 872-6600  
 Fax: (503) 872-6601

**ODA Export Service Center**

(Assistance and Testing)  
 Jeff Hyatt, Export Manager  
 1207 NW Naito Parkway  
 Portland, OR 97209  
 Tel: (503) 229-6557  
 Fax: (503) 229-5933

**Oregon Dept. of Agriculture  
Main Office**

Phil Ward, Director  
 635 Capitol Street, NE  
 Salem, OR 97301-2532  
 Tel: (503) 986-4551  
 Fax: (503) 986-4747

## SMALL BUSINESS INTERNATIONAL TRADE CENTER

The Small Business International Trade Center provides education, training and counseling to small businesses in Oregon in order to help them succeed in international trade. The office is located in Portland, however, the program is state-wide and linked to five International Trade Councils.

The Small Business International Trade Center is a specialized Small Business Development Center to provide start-up assistance to import and export businesses. The program is jointly sponsored by the U.S. Small Business Administration, Portland Community College and the State of Oregon.

The training programs are offered year round, on fixed schedules:

- **FIRST FRIDAY Seminar**

A three hour introduction to federal, state and local resources, including private sector export support resources. Offered four times per year. Call for dates and locations. Fee \$20.00.

- **TRADE TUESDAY Series**

The series covers the major topics of exporting. Offered as single sessions or a series. For fee and schedule information call the Small Business International Trade Center.

- **International Business Management Certificate Program**

A ten-month certificate program designed to teach the essential elements of international business management. Sessions are for 3 hours, one evening per month; program includes 30 hours of business counseling. Call for dates, location and fees.

**Contact:**

Small Business International Trade Center  
Tom Lowles, Director  
[Tlowles@pcc.edu](mailto:Tlowles@pcc.edu)

Dana Shannon, International Business Counselor  
[Dhannon@pcc.edu](mailto:Dhannon@pcc.edu)

One World Trade Center  
121 SW Salmon Street, Suite 205  
Portland, OR 97204  
Tel: (503) 274-7482  
Fax: (503) 228-6350

## INTERNATIONAL TRADE COUNCILS

### **Clatsop**

International Trade Council  
Judy Unruh, Director  
PO Box 976  
Astoria, Oregon 97103  
(503) 338-2480

### **Southern Oregon**

International Trade Council  
Liz Shelby, Director  
P.O. Box 1762  
Medford, OR, 97501  
Tel: (541) 734-7775  
Fax: (541) 734-4813

### **Eugene Area**

International Trade Council / Chamber of  
Commerce  
Business Resources  
1401 Willamette Street  
Eugene, OR 97401  
Tel: (541) 484-1314  
Fax: (541) 484 4942

### **Southwestern Oregon**

International Trade Council  
Jon Richards, Director  
2110 Newmark  
Coos Bay, OR 97420  
Tel: (541) 888-7100  
Fax: (541) 888-7113

### **Western Oregon**

International Trade Council  
Jimmie Wilkins, Director  
365 Ferry Street SE  
Salem, OR 97301  
(503) 399-5088

## SMALL BUSINESS DEVELOPMENT CENTER NETWORK

<http://www.bizcenter.org>

### Small Business Int'l Trade Center

Tom Lowles, Director  
121 SW Salmon Street, Suite 205  
Portland, OR 97204  
Tel: (503) 274-7482

### Blue Mountain CC

Art Hill, Int. Director  
37 SE Dorion  
Pendleton, OR 97801  
(541) 276-6233

### Central Oregon CC

Beth Wickham, Director  
2600 NW College Way  
Bend, OR 97701  
(541) 383-7290

### Chemeketa CC

Jimmie Wilkins, Director  
365 Ferry Street  
Salem, OR 97301  
(503) 399-5088

### Clackamas CC

Tim Shea, Director  
7736 SE Harmony Road  
Milwaukie, OR 97222  
(503) 656-4447

### Clatsop CC

Greg Panichello, Director  
1761 N Holladay Drive  
Seaside, OR 97138  
(503) 738-3347

### Columbia Gorge CC

Bob Cole, Director  
400 E Scenic Dr., Ste 257  
The Dalles, OR 97058  
(541) 298-3118

### Eastern Oregon University

Greg Smith, Director  
1410 L Avenue  
LaGrande, OR 97850  
(541) 962-1532

### Lane Community College

Jim, Lindly, Director  
1059 Willamette Street  
Eugene, OR 97401  
Tel: (541) 463-5255

### Linn-Benton Community College

Dennis Sargent, Director  
6500 SW Pacific Boulevard  
Albany, OR 97321  
Tel: (541) 917-4923

### Mt. Hood CC

Don King, Director  
323 NE Roberts Street  
Gresham, OR 97030  
Tel: (503) 491-7658

### Oregon Coast CC

Guy Faust, Director  
4157 NW HWY 101, Ste. 123  
Lincoln City, OR 97367  
(541) 994-4166 / 265-2283 ext.122

### Oregon Institute of Technology

Jamie Albert, Director  
3201 Campus Drive, South 314  
Klamath Falls, OR 97601  
Tel: (541) 885-1760

### Portland Community College

Tom Lowles, Director  
2025 Lloyd Center Mall  
Portland, OR 97232  
Tel: (503) 978-5080

**Rogue Community College**

Ted Risser, Director  
 214 SW 4<sup>th</sup> Street  
 Grants Pass, OR 97526  
 Tel: (541) 965-7494

**Southern Oregon University**

Liz Shelby, Director  
 332 West Sixth Street  
 Medford, OR 97501-2711  
 Tel: (541) 772-3478

**Southwestern Oregon Community College**

Jon Richards, Director  
 2110 Newmark Avenue  
 Coos Bay, OR 97420  
 Tel: (541) 756-6866

**Tillamook Bay CC**

Jim Casey, Director  
 401 B Main Street  
 Tillamook, OR 97141  
 Tel: (503) 842-8222 Ext 101

**Treasure Valley CC**

Andrea Test, Director  
 650 College Blvd.  
 Ontario, OR 97914  
 (541) 881-8822 Ext 356

**Umpqua Community College**

Terry Swagerty, Director  
 744 SE Rose  
 Roseburg, OR 97470  
 Tel: (541) 672-2535

**Small Business Development Centers,  
State of Oregon Network Office**

44 West Broadway, Suite 501  
 Eugene, OR 97401-3021  
 Tel: (541) 463-5250

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**WSU Small Business Dev. Center**

Janet Harte, Director  
 WSU/SBDC  
 1200 NE 95<sup>th</sup> St., Ste. 504  
 Vancouver, WA 98682  
 Tel: (360) 260-6372

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## Oregon Manufacturing Extension Partnership

<http://www.omep.org>

The Oregon Manufacturing Extension Partnership offers on-site consulting to manufacturing companies regarding manufacturing procedures, new technologies, quality control, energy and resource efficiency and best practices.

Specialty Areas:

- Value Stream Mapping
- Visual Workplace
- Set up Reduction
- Cellular Manufacturing
- Pull System
- Total Preventive Maintenance
- Activity based costing (ABC)
- ECommerce
- Facility Planning

Experienced consultants with specific industry knowledge work directly with the company staff; deliver services in concert with other state and local partners to help business compete in a global economy.

**Contacts:** Patrick Murphy  
18640 NW Walker Road, Suite 1052  
Beaverton, OR 97006  
Tel: (503) 725-2660  
Fax: (503) 725-2661

Charlie Martin  
Portland Development Commission  
Tel: (503) 823-3242

## Service Corps of Retired Executives [SCORE]

The Service Corps of Retired Executives (SCORE) is a nationwide, 13,000 member volunteer association sponsored by the U.S. Small Business Administration. SCORE matches volunteer business management counselors with clients in need of expert advice for business development questions.

One of the most helpful services offered by SCORE to individuals interested in starting an export business is the advice on the basics starting a business in Oregon. For 'export-ready' businesses, other resources are listed in the index. SCORE can be a good first stop for an individual or a small firm interested in exploring the first steps involved in export and international trade, through access to the SBA Business Resource Center, located in the Portland SBA District Office.

There are six SCORE chapters in Oregon and Southwest Washington.

### **SCORE Chapter #11**

1515 SW Fifth Avenue, Suite 1050  
Portland, OR 97201-5494  
Tel: (503) 326-3441  
Fax: (503) 326-2808  
[scorepdx@wa-net.com](mailto:scorepdx@wa-net.com)  
<http://www.scorepdx.org>

### **SCORE Chapter #269**

33 N. Central, Ste. 216  
Medford, OR 97501  
Tel: (541) 776-4220  
Fax: (541) 776-8485  
[score269@jeffnet.org](mailto:score269@jeffnet.org)

### **SCORE Chapter #416**

c/o Chamber of Commerce  
1401 Willamette Street  
Eugene, OR 97401  
Tel: (541) 484-4942  
[score@eugenechamber.com](mailto:score@eugenechamber.com)

### **SCORE Chapter #460**

P.O. Box 4024  
Salem, Oregon 97302-1024  
Tel: (503) 370-2896  
Albany/Corvallis:  
Tel: (541) 917-4923  
[score460@open.org](mailto:score460@open.org)

### **SCORE Chapter #480**

c/o Bend Chamber of Commerce  
63085 N. Hwy 97  
Bend, Oregon 97701  
Tel: (541) 382-3221  
Fax: (541) 923-2849  
[nagle@coinet.com](mailto:nagle@coinet.com)

### **SCORE Chapter #566**

1704 ½ Main St.  
Vancouver, WA 98660  
Tel: (360) 699-1079  
[scorevan@wa-net.com](mailto:scorevan@wa-net.com)  
<http://www.scorevancouver.org>

LongView  
Tel: (360) 423-8400

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For SCORE Chapters in other States,  
contact 1.800.827.5722

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## U.S. EXPORT ASSISTANCE CENTER, PORTLAND

<http://www.buyusa.gov/pnw/portland.html>

For export ready companies, the Portland U.S. Export Assistance Center represents a "one-stop-shop" for comprehensive export assistance and access to U.S. government export marketing and export finance programs. The Center combines programs and staff of the Commercial Service of the U.S. Department of Commerce and the U.S. Small Business Administration.

**STAFF:** Scott Goddin, director; international trade specialists Brad Anderson; Allan Christian, Gail Snyder and Jennifer Woods Elizabeth Varga, Senior National Field Support Specialist; and Inge McNeese, Regional Export Finance Manager, US Small Business Administration.

### MARKETING ASSISTANCE

503.326.3001

The staff of the Commercial Service of the U.S. Department of Commerce is part of a worldwide network of Commercial Offices which are dedicated to assisting small and medium-sized companies in the development of international markets. Through the Export Assistance Center, local companies can access international trade expertise worldwide to:

- ◆ Research and counseling on identifying appropriate international markets
- ◆ Identifying potential international agents and distributors
- ◆ Participating in international trade exhibitions
- ◆ Developing international documentation

### FINANCING ASSISTANCE

503.326.5498

Staff from the U.S. Small Business Administration at the Export Center offers easy access to:

- ◆ Information on U.S. government export finance programs
- ◆ Information & counseling on export financing methods, strategies and programs
- ◆ Loan applications for the SBA Export Working Capital Program
- ◆ Loan Packaging Services for Export Working Capital Loans
- ◆ Information about Small Business Divisions of Participating Banks
- ◆ Information on Export Credit Insurance and brokers

#### **Contact:**

U.S. EXPORT ASSISTANCE CENTER, PORTLAND  
One World Trade Center  
121 SW Salmon Street, Suite 242  
Portland, Oregon 97204  
Tel: 503.326.3001  
Fax: 503.326.6351

## Export Licensing Control Agencies of the U.S. Government

Information on licensing of shipments, classification of products or regulations for controlled products and countries,

### **Contacts:**

U.S. Department of Commerce  
Bureau of Industry and Security  
Michael Hoffman  
Western Regional Office  
3300 Irvine Ave. , Suite 345  
Newport Beach, California  
Tel: (949) 660-0144, ext. 112  
Fax: (949) 660-9347

### **See also:**

- Office of Foreign Assets Control, U.S.  
Department of Treasury  
[www.ustreas.gov/ofac/](http://www.ustreas.gov/ofac/)
- U.S. Department of State  
Department of Defense, Trade  
Control, Import and Export  
2201 C Street, NW  
Washington, D.C. 20520  
Tel: (202) 647-4000

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## **ATA CARNET**

<http://www.uscib.org>

The Carnet allows for temporary duty free customs clearance of commercial samples, professional equipment and items for exhibitions and fairs into more than 75 countries around the world. Carnets eliminate the payment of VAT and duties; can be used for unlimited trips for a period of up to one year; and act as a U.S. Customs registration.

Carnets are now available online. Online Carnet applications make a 24-hour turnaround possible without an expedited service fee. Check the site shown above and click on ATA Carnet Export Service.

Contact: U.S. Council for International Business  
Tel: (212) 703-5087  
[Mrea@uscigb.org](mailto:Mrea@uscigb.org)

## US SMALL BUSINESS ADMINISTRATION Portland District SBA Office

<http://www.sba.gov/or>

The U.S Small Business Administration offers loan guarantees for all types of business loans\*. The loans may be used for start-up or expansion capital, working capital and fixed asset financing. \* **[During 2002/03 a temporary cap limits SBA loans to \$500,000]**

Other non-export program assistance, i.e., Minority Enterprise Development, Women Entrepreneur or Veterans enterprises, or information on government contracting is also available through the Portland SBA Office.

Targeted for exporters is the International Trade loan which provides up to \$1 million in fixed asset financing and up to \$1 million in export working capital with the total loan not to exceed \$1.25 million. The Export Express Loan Program is for smaller loans up to \$250,000 and may be used for market development, trade shows, equipment or export transactions. The Export Working Capital Program (EWCP) provides loans for export transaction financing.

### **Contact for Business Loan Information:**

Sue Richardson  
Business Service Center Representative  
US Small Business Administration  
Portland District Office  
1515 SW Fifth Avenue  
Portland, OR 97201-5494  
Tel: (503) 326-2682

### **Contact for Export Financing:**

Inge McNeese  
Regional Export Finance Manager  
U.S. Small Business Administration  
US Export Assistance Center, Portland  
Tel: (503) 326-5498

## **BUSINESS RESOURCE CENTER**

The Portland Business Resource Center offers businesses access to information in a large variety, i.e., books, periodicals, video and on-line. Computer software programs for business planning, projections, and loan applications are available. The center is located in the SBA District Office; its services are free.

### **Contact:**

Service Corps of Retired Executives (SCORE)  
1515 SW Fifth Avenue, 10<sup>th</sup> floor  
Portland, OR 97201-5494  
Tel. (503) 326-3441



## **PORTLAND DISTRICT OFFICE SMALL BUSINESS FINANCIAL ASSISTANCE**

**Do you need money to start your own business or expand an existing business? Would you like to have enough money to see you through your busy season or to cover the inventory needed for that large purchase order or contract? Do you need just a small amount and don't want to deal with a lot of paperwork? Do you export and need market development capital or financing for a shipment? The U.S. Small Business Administration may have just the program for you! Read on for a summary of SBA financial assistance programs. [During 2003 SBA loans may be limited to \$500,000]**

<b>7(a) Guaranty Loan:</b> <ul style="list-style-type: none"> <li>➤ Short- and long-term loans</li> <li>➤ Start-up and existing small businesses, and exporters</li> <li>➤ Available for most business purposes</li> <li>➤ Maximum of \$1,000,000 guaranty by SBA</li> <li>➤ Apply through a commercial lending institution</li> </ul>	<b>504 Loan:</b> <ul style="list-style-type: none"> <li>➤ Long-term, fixed-rate financing</li> <li>➤ Proceeds may be used to acquire real estate, machinery or equipment to expand or modernize</li> <li>➤ Maximum of SBA debenture is \$1.3 million</li> <li>➤ Apply through a certified development company</li> </ul>
<b>Pre-qualification Loan:</b> <ul style="list-style-type: none"> <li>➤ Available to women, minorities, veterans and rural small businesses</li> <li>➤ Prequalify for \$250,000 or less before going to a bank</li> <li>➤ Focus is on applicant's character, credit, experience and repayment ability</li> <li>➤ Apply through an SBA-designated intermediary</li> </ul>	<b>Low Documentation Loan:</b> <ul style="list-style-type: none"> <li>➤ Loan amount of \$150,000 or less</li> <li>➤ Lender provides a one-page application to SBA</li> <li>➤ Focus on strength of the applicant's character, credit history and repayment ability</li> <li>➤ Apply through a commercial lending institution</li> </ul>
<b>Express Loan:</b> <ul style="list-style-type: none"> <li>➤ Maximum loan amount is \$250,000</li> <li>➤ Lenders use mostly their own documents and procedures</li> <li>➤ Export Express Loans for: <ul style="list-style-type: none"> <li>○ Market Development</li> <li>○ Transactions or Equipment</li> <li>○ Bid &amp; Performance Bonds</li> </ul> </li> <li>- [Available to all regular Express lenders without additional certification]</li> <li>➤ Extended as pilot through 9/30/2005</li> <li>➤ Apply through a commercial lending institution</li> </ul>	<b>CAPLines Loan:</b> <ul style="list-style-type: none"> <li>➤ Short-term and cyclical working-capital needs</li> <li>➤ Working capital loans include: <ul style="list-style-type: none"> <li>○ Seasonal, Contract, Builders, Standard/Small Asset-Based Lines, and Exporting</li> <li>○ Available to support labor and material needs; cash cycle financing</li> </ul> </li> <li>➤ Maximum of \$1,000,000 guaranty by SBA</li> <li>➤ Apply through a commercial lending institution</li> </ul>
<b>Micro-Loan:</b> <ul style="list-style-type: none"> <li>➤ Short-term loans of up to \$35,000</li> <li>➤ Proceeds cannot be used to pay existing debts or to purchase real estate</li> <li>➤ Borrowers receive technical assistance</li> <li>➤ Loans made through SBA-sponsored non-profit groups</li> </ul>	

For a list of the participating lenders, pre-qualification intermediaries, micro-lenders and certified development companies in or district, call (503) 326-2682 or visit our web site at [www.sba.gov/or](http://www.sba.gov/or).

## U.S. DEPARTMENT OF AGRICULTURE / WUSATA

[www.wusata.org](http://www.wusata.org)

[See also information on Oregon Department of Agriculture,  
and Commodity Credit Corporation, USDA]

The Western United States Agricultural Trade Association [WUSATA] is funded by the Foreign Agricultural Service (FAS), USDA, and helps agri-businesses to develop and expand their export sales. WUSATA is one of four non-profit regional trade groups and serves 13 Western States [Alaska, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, **Oregon**, Utah, Washington, Wyoming].

### PROGRAMS:

- **Company Matching Funds**

Also called 'branded program', it reimburses qualified companies for 50% of the costs of promoting branded products in the foreign market(s) of their choice. Companies must be pre-qualified and may claim reimbursements for half of eligible promotional expenses, i.e., trade shows, travel to international shows, in-store demonstrations, point-of-sale materials, print and broadcast advertising, etc. Pre-qualification worksheets are available on the WUSATA web site.

- **Industry Programs**

Two or more companies can participate in industry-wide projects managed jointly by WUSATA staff and marketing specialists from member States' Department of Agriculture. Funded activities include trade missions, trade shows, in-store promotions, market research, trade seminars, etc. Application for funds is through member States' agricultural departments. Individual companies can apply to either WUSATA or their own State's Department of Agriculture, International Division.

- **Export Readiness Seminars**

For new-to-market or new-to-export firms; free advice from technical specialists.

### Contact:

WUSATA  
2500 Main St., Suite 110  
Vancouver, WA 98660-2697  
Tel: (360) 693-3373  
Fax: (360) 693-3464

Andy Anderson, Executive Director  
[andy@wusata.org](mailto:andy@wusata.org)

Bob Gerber, Generic Program Director  
[bob@wusata.org](mailto:bob@wusata.org)

Alexa Byers Hamilton, Branded Program Director  
[alexa@wusata.org](mailto:alexa@wusata.org)

## U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

<http://www.info.usaid.gov>

The U.S. Agency for International Development (USAID) implements U.S. foreign economic assistance programs in nearly 100 countries throughout the developing world by providing loans and grants to eligible countries to support technical assistance projects and economic development programs which often require the procurement of services and/or commodities from U.S. suppliers.

USAID's Center for Trade and Investment Services promotes increased business activity between U.S. businesses and foreign entrepreneurs in Asia, the Near East, Africa, Latin America, Eastern Europe, and the Newly Independent States of the former Soviet Union. CTIS provides information on USAID-financed procurement opportunities.

**Contact:** USAID  
Tel: (202) 712-4810

U.S. Agency for International Development  
Center for Trade and Investment Services  
Washington, DC 20523-0229  
Tel: 1 (800) USAID-4-U

The Global Technology Network (GTN) funded by USAID and implemented by the International Executive Service Corps (IESC), assists companies in international trade with assistance in direct purchases and sales; joint ventures and franchise or licensing agreements. Interested firms must register at <http://www.usgtn.net> to receive a password [free] and have access to trade and investment leads.

GTN works in partnership with the US-Asia Environmental Partnership Program [<http://www.usaep.org>] and the Eurasian-American Partnership for Environmentally Sustainable Economies (EcoLinks) [<http://www.ecolinks.org>].

**Contact:** GTN West Coast Office  
U.S. Export Assistance Center, Orange County  
Tristina Kirsten  
Tel: (949) 660-1688  
[tkirsten@usgtn.net](mailto:tkirsten@usgtn.net)

**Contact:** Global Technology Network  
1301 Pennsylvania NW, Suite 925  
Washington, D.C. 20004  
Tel: (202) 628-9750  
[info@usgtn.net](mailto:info@usgtn.net)

## INTERNATIONAL ACCOUNTING FIRMS

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

**Deloitte & Touche**

111 SW Fifth, Suite 3900  
Portland, OR 97204  
Tel: (503) 222-1341

**Moss Adams**

222 SW Columbia, Suite 400  
Portland, OR 97204  
Tel: (503) 274-2789

**Geffen, Mesher Inc.**

888 SW 5th, Suite 800  
Portland, OR 97204  
Tel: (503) 221-0141

**Perkins & Co.**

1211 SW Fifth Ave., Suite 1000  
Portland, OR 97204  
Tel: (503) 221-0336

**Isler & Co.**

1300 SW Fifth Ave., Suite 2900  
Portland, OR 97201  
Tel: (503) 224-5321

**Price Waterhouse Coopers**

1300 SW Fifth Ave., Suite 3100  
Portland, OR 97201  
Tel: (971) 544-4000

**KPMG LLP**

1211 SW Fifth Ave. #2000  
Portland, OR 97204  
Tel: (503) 221-6500

**Maginnis & Carey**

220 NW Second  
Portland, OR 97209  
Tel: (503) 227-0519

## FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

### **Adcom Express**

7941 NE Alberta St.  
Portland, OR 97218  
Tel: (503) 252-3336  
Fax: (503) 252-9283

Allports, Inc.  
6333 NE 112<sup>th</sup> Ave.  
Portland, OR 97220  
Tel: (503) 251-9109

### **Allports Forwarding Inc.**

53 SW Yamhill St.  
Portland, OR 97204  
Tel: (503) 242-1201  
Fax: (503) 242-1712

### **Associated Global Systems**

5964 NE 87<sup>th</sup>  
Portland, OR 97220  
Tel: (503) 253-6592  
Fax: (503) 253-9350

### **James J. Boyle & Co.**

7505 NE Ambassador Place Ste. B  
Portland, OR 97220  
Tel: (503) 284-0909  
Fax: (503) 284-6902

### **Bax Global**

5330 NE Courier Ct., Suite A  
Portland, OR 97218  
Tel: (503) 284-3298  
Fax: (503) 284-4292

### **Geo. Bush & Co., Inc.**

600 NW Naito Parkway  
Portland, OR 97209  
Tel: (503) 228-6501

### **W.J. Byrne**

Dale Wolfer  
14109 NE Airport Way  
Portland, OR 97230  
Tel: (503) 252-6400  
Fax: (503) 252-1970

### **Clearfreight, Inc**

PacWest Center  
1211 SW Fifth Avenue, Suite 2200  
Portland, OR 97204  
Tel: (503) 220-2285  
Fax: (503) 220-2114

### **Coppersmith**

15943 NE Cameron Blvd.  
Portland, OR 97230  
Tel: (503) 249-1400  
Fax: (503) 249-3950

### **Danzas Corporation**

11100 NE Holman  
Portland, OR 97220  
Tel: (503) 256-5204  
Fax: (503) 256-2103

### **Eagle Global Logistics**

Judy Haggin  
8830 NE Alderwood Road  
Portland, OR 97220  
Tel: (503) 528-3500  
Fax: (503) 528-3799

### **Expeditors International**

2508 N Marine Dr.  
Portland, OR 97217  
Tel: (503) 254-3707  
Fax: (503) 254-3758

### **Gallagher Transport Int'l**

**11013 39<sup>th</sup> Street, Suite A**  
2515 E. Evergreen Blvd



32

Vancouver, WA 98628  
Tel: (503) 255-8101  
(360) 750-8830  
Fax: (360) 750-8722

**Global Trading Resources, Inc.**

12695 NE Marx St.  
Bldg. 12 Pacific Business Park  
Portland, OR 97230  
Tel: (503) 262-5506  
Fax: (503) 262-5511

**TLR (Total Logistics Resource)**

5362 NE 112th  
Portland, OR 97220  
Tel: (503) 257-0513  
Fax: (503) 257-0510

**UPS Freight Services**

15311 NE Airport Way  
Portland, OR 97230  
Tel: (503) 251-2215  
Fax: (503) 251-5612

## INTERNATIONAL LAWYERS

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

**Akana Ma, Attorney**

Benjamin Franklin Plaza  
1 SW Columbia, Ste 1880  
Portland, OR 97258  
Tel: (503) 222-4818  
Fax: (503) 220-0165

**Ater Wynne, Hewitt, Dodson  
& Skerritt, LLP**

Attorneys at Law  
222 SW Columbia, Suite 1800  
Portland, OR 97201  
Tel: (503) 226-1191  
Fax: (503) 226-0079

**Bartoloni & Abbott, P.C.**

One World Trade Center  
121 SW Salmon, Suite 1030  
Portland, OR 97204  
Tel: (503) 225-0702  
Fax: (503) 227-0739

**BTI International Law Office, LLC**

5285 SW Meadows Rd, Ste 370  
Lake Oswego, OR 97035  
Tel: (503) 620-3343  
Fax: (503) 670-7999

**Davis Wright Tremaine LLP**

1300 SW Fifth Ave., Suite 2300  
Portland, OR 97201-5682  
Tel: (503) 778-5303  
Fax: (503) 778-5299

**Law Offices of Carol A. Emory**

Benjamin Franklin Plaza  
1 SW Columbia, Suite 1880  
Portland, OR 97258  
Tel: (503) 226-6499  
Fax: (503) 226-2201

**Marger, Johnson, McCollom  
& Stolowitz, PC**

1030 SW Morrison  
Portland, OR 97205  
Tel: (503) 222-3613  
Fax: (503) 274-4622

**Miller, Nash, Wiener, Hager  
& Carlsen, LLP**

111 SW 5th, Suite 3500  
Portland, OR 97204  
Tel: (503) 224-5858  
Fax: (503) 224-0155

**Preston, Gates, Ellis, LLP**

222 SW Columbia Street  
Suite 1400  
Portland, OR 97204  
Tel: (503) 228-3200  
Fax: (503) 248-9085

**Perkins Coie**

1211 SW 5th Ave., Suite 1500  
Portland, OR 97204  
Tel: (503) 727-2000  
Fax: (503) 727-2222

## Translation Services

### AT&T Translation Services

- The service is similar to three-way calling or teleconferencing with a translator.

Information: 1-800-752-6096

Service: 1-800-628-8486 (in the USA)

Service: 1-408-648-5871 (Abroad)

ViaLanguage <http://vialanguage.com>

813 SW Alder, Suite 400

Portland, OR 97205

Tel: (503) 23-2007

Fax: (503) 243-1968

**Also See Translators and Interpretation in your local Yellow Pages.**

## TRADE ASSOCIATIONS

### **American Council For Trade in Services**

Executive Bldg., Suite 1030  
1030 Fifteenth St., NW  
Washington, DC 20005  
Tel: (202) 842-1030

### **ASEAN-US Business Counseling**

1101 17<sup>th</sup> Street NW, Suite 411  
Washington, D.C. 20036  
Tel: (202) 289-1911

### **African Chamber of Commerce-NW**

2001 6<sup>th</sup> Avenue, Suite 2600  
Seattle, WA 98121  
Tel: (206) 956-3151

### **American Electronics Association**

5285 SW Meadows Road Ste. 200  
Lake Oswego, OR 97035  
Tel: (503) 624-6050

### **American Marketing Association-Oregon**

P. O. Box 82  
Portland, OR 97207  
Tel: (503) 222-9204

### **Chamber of Commerce of Latin America in The U.S., Inc.**

1 World Trade Center, Suite 2343  
New York, NY 10048  
Tel: (212) 432-9313

### **Chinese Chamber of Commerce**

730 Sacramento Street  
San Francisco, CA 94108  
Tel: (415) 982-3000

### **Chinese External Trade Association**

555 Montgomery St., Suite 603  
San Francisco, CA 94111  
Tel: (415) 788-4304

### **Clean Rivers Cooperative**

200 SW Market St., Suite 190  
Portland, OR 97201  
Tel: (503) 228-4361

### **Columbia Corridor Association**

P.O. Box 55651  
Portland, OR 97238  
Tel: (503) 287-8686

### **Columbia River Customs Broker Assoc.**

200 SW Market Street, Suite 190  
Portland, OR 97201  
(503) 220-2092

### **Columbia River Economic Development Council**

1101 Braodway, Suite 120  
Vancouver, WA 98660  
Tel: (360) 694-5006  
Fax (360) 694-9927

### **Columbia River Shippers Association**

200 SW Market, #190  
Portland, OR 97201  
Tel: (503) 228-4361  
Fax (503) 295-3660

### **Columbia River Towboat Association**

200 SW Market St., Suite 190  
Portland, OR 97201  
Tel: (503) 228-4361

### **District Export Council**

c/o U.S. Dept. of Commerce  
One World Trade Center  
121 SW Salmon St., Suite 242  
Portland, OR 97204  
Tel: (503) 326-3001

### **Fort Vancouver Seafarer's Center**

P. O. Box 1102  
Vancouver, WA 98666  
Tel: (360) 694-9300

### **Foundation for Russian American Economic Cooperation**

Carol Vipperman, President  
2601 4<sup>th</sup> Avenue, Suite 310  
Seattle, WA 98121  
Tel: (206) 443-1935

### **International Assoc. of Business Communicators**

One Hallidie Plaza, Suite 600  
San Francisco, CA 94102  
Tel: (415) 544-4700

**Japan America Society of Oregon**

Dixie McKeel, Executive Director  
221 NW Second Ave.  
Portland, OR 97209  
Tel: (503) 228-9411

**JETRO- San Francisco**

235 Pine Street, Suite 1700  
San Francisco, CA 94104  
Tel: (415) 392-1333  
Fax (415) 788-6927

**Korean Trade Promotion Corporation**

4801 Wilshire Blvd., Suite 104  
Los Angeles, CA 90010  
Tel: (323) 954-9500

**Latin America Trade Council of Oregon**

Tom Miles, Executive Director  
1470 SW Woodward Way  
Portland, OR 97225  
Tel: (503) 292-0107

**Legislative Committee on Trade and Economic Development**

900 Court Street NE, Room 453  
Salem, OR 97301  
Tel: (503) 986-1813

**Maritime Fire & Safety Association**

200 SW Market Street, Suite 190  
Portland, OR 97201  
Tel: (503) 228-4361

**The Merchant's Exchange of Portland**

200 SW Market Street, Suite 190  
Portland, OR 97201  
(503) 228-4361

**National Association of Credit Managers Oregon Inc.**

7931 NE Halsey St. Ste. 200  
Portland, OR 97213  
Tel: (503) 257-0802

**Northwest Environmental Business Council (NEBC) - Alaska, Idaho, Montana, Oregon, Washington**

David Welsh, Executive Director  
P.O. Box 672

Portland, OR 97207  
(503) 227-6361

**NEBC Oregon**

P. O. Box 672  
Portland, OR 97207  
Tel: (503) 227-6361  
Fax (503) 222-5050

**Northwest China Council**

102 NW 4<sup>th</sup> Avenue  
Portland, OR 97209  
Tel: (503) 973-5451

**Northwest Food Processor Association**

9700 SW Capitol Hwy, Suite 250  
Portland, OR 97219  
Tel: (503) 639-7676

**Northwest Wood Products Association**

64672 Cook Avenue, Suite B  
Bend, OR 97701  
Tel: (541) 385-5353  
Fax (541) 385-5335

**Oregon Agri. Commodity Commission**

Department of Agriculture  
1207 NW Naito Parkway, Suite 104  
Portland, OR 97209  
Tel: (503) 872-6600

**Oregon APEC Education & Research Alliance**

One World Trade Center  
121 SW Salmon Street, Suite 210  
Portland, OR 97204  
Tel: (503) 279-9382

**Oregon Bioscience Association**

P.O. Box 231118  
Portland, OR 97281  
(503) 241-7802

**Oregon Environmental Council**

520 SW 6<sup>th</sup> Avenue, Suite 940  
Portland, OR 97204  
Tel: (503) 222-1963

**Oregon Feed, Seed, Grain & Suppliers Association**

2380 NW Roosevelt

Portland, OR 97210  
Tel: (503) 226-2758  
Fax (503) 224-0947

**Oregon Gourmet Foods Association**  
1200 NW Naito Parkway #290  
Portland, OR 97209  
Tel: (503) 221-3030

**Oregon Public Ports Association**  
727 Center St. NE, Suite 300  
Salem, OR 97301  
Tel: (503) 585-1250

**Oregon State Bar**  
5200 SW Meadows Rd.  
Lake Oswego, OR 97035  
Tel: (503) 620-0222

**Oregon State of Certified Public Accountants**  
P.O. Box 4555  
Beaverton, OR 97076-4555  
Tel: (503) 641-7200

**Oregon Trucking Associations, Inc.**  
4005 SE Naef Road  
Portland, OR 97267  
Tel: (503) 513-0005

**Oregon Wheat Commission**  
1200 NW Naito Pwky., Suite 520  
Portland, OR 97209  
Tel: (503) 229-6665  
Fax (503) 229-6584

**Pacific Maritime Association**  
101 SW Main St., Suite 330  
Portland, OR 97204  
Tel: (503) 827-4079

**Pacific Northwest Grain & Feed Association**  
200 SW Market, Suite 348  
Portland, OR 97201  
Tel: (503) 227-0234  
Fax (503) 227-0059

**Pacific Northwest Int'l Trade Assoc.**  
Karen Wilde Goddin, Executive Director  
One World Trade Center  
121 SW Salmon St., Suite 1100  
Portland, OR 97204  
Tel: (503) 471-1399  
Fax (503) 549-2110

**Pacific Northwest Waterways Association**  
1500 NE Irving Street, Suite 540  
Portland, OR 97232  
Tel: (503) 234-8550  
Fax (503) 234-8555

**Pacific Rim Trade Association**  
526 NW Marlborough  
Portland, OR 97210  
Tel: (503) 241-4259  
Fax (503) 241-4259

**Portland Air Cargo Association**  
P. O. Box 55983  
Portland, OR 97238-5983  
Tel: (503) 788-1195

**Portland Steamship Operators Association**  
200SW Market Street, Suite 190  
Portland, OR 97201  
Tel: (503) 220-2518

**Propeller Club - Port of Columbia River Chapter**  
200 SW Market St., Suite 190  
Portland, OR 97201  
Tel: (503) 288-4361

**Portland Business Alliance, International Trade Dept.**  
221 NW Second Ave.  
Portland, OR 97209-3999  
(503) 228-9411  
Fax (503) 228-5126

**Software Association of Oregon**

222 NW 5<sup>th</sup> Avenue, Suite 304  
 Portland, OR 97209  
 (503) 228-5401

**United States- Arab Chamber of Commerce**

8929 South Sepulveda Blvd. Ste 310  
 Los Angeles, CA 90045  
 Tel: (310) 646-1499

**U.S. Wheat Associates**

1200 NW Front, Suite 600  
 Portland, OR 97209  
 Tel: (503) 223-8123  
 Fax (503) 223-5026

**Vancouver Chamber of Commerce**

1101 Broadway, Suite 120  
 Vancouver, WA 98660  
 Tel: (360) 694-2588  
 Fax (360) 693-8279

**Washington Public Ports Association**

P. O. Box 1518  
 Olympia, WA 98507  
 Tel: (360) 943-0760  
 Fax (360) 753-6176

**Western Wood Products Association**

522 SW 5th, Ste. 500  
 Portland, OR 97204  
 Tel: (503) 224-3930  
 Fax: (503) 224-3934

**World Affairs Council of Oregon**

Jeffrey Markley, Executive Director  
 620 SW Main Ste. 333  
 Portland, OR 97205  
 Tel: (503) 274-7488  
 Fax (503) 274-7489

**World Trade Center-Portland**

One World Trade Center  
 121 SW Salmon St., Suite 250  
 Portland, OR 97204  
 Tel: (503) 464-8888  
 Fax (503) 464-888

## CHAMBERS OF COMMERCE

### ALBANY AREA

P. O. Box 548  
Albany, OR 97321  
Tel: (541) 926-1517

### ASHLAND

P. O. Box 1360  
Ashland, OR 97520-0046  
Tel: (541) 482-3486

### GREATER ASTORIA-WARRENTON

P. O. Box 176  
Astoria, OR 97103-0176  
Tel: (503) 325-6311

### AURORA

P. O. Box 86  
Aurora, OR 97002  
Tel: (503) 678-2288

### BAKER COUNTY

490 Campbell St.  
Baker City, OR 97814  
Tel: (541) 523-5855

### BANDON

P. O. Box 1515  
Bandon, OR 97411  
Tel: (541) 347-9616

### BEAVERTON AREA

4800 SW Griffith Dr., #100  
Beaverton, OR 97005-8721  
Tel: 503/644-0123

### BEND

63085 N. Hwy. 97  
Bend, OR 97701  
Tel: (541) 382-3221

### BROOKINGS-HARBOR

P. O. Box 940  
Brookings, OR 97415-0079  
Tel: (541) 469-3181

### BURNS/HARNEY COUNTY

76 E Washington  
Burns, OR 97720  
Tel: (541) 573-2636

### CANBY AREA

P. O. Box 35

Canby, OR 97013  
Tel: (503) 266-4600

### CANNON BEACH

P. O. Box 64  
Cannon Beach, OR 97110-0064  
Tel: (503) 436-2623

### CARLTON

P. O. Box 414  
Carlton, OR 97111

### CAVE JUNCTION/ILLINOIS VALLEY

P. O. Box 312  
Cave Junction, OR 97523  
El: (541) 592-3326

### CENTRAL POINT

P. O. Box 5046  
Central Point, OR 97502-0043  
Tel: (541) 664-5301

### CLATSKANIE

P. O. Box 635  
Clatskanie, OR 97016-0635  
Tel: (503) 728-2502

### CLOVERDALE/NESTUCCA VALLEY

P. O. Box 75  
Cloverdale, OR 97112

### COBURG AREA

P. O. Box 8275  
Coburg, OR 97401

### COOS BAY AREA

P. O. Box 210  
Coos Bay, OR 97420  
Tel: (541) 269-0215

### COQUILLE

119 N Birch St.  
Coquille, OR 97432  
Tel: (541) 396-3414

### CORNELIUS

P. O. Box 681  
Cornelius, OR 97113  
Tel: (503) 357-4037



**CORVALLIS**

420 NW Second St.  
Corvallis, OR 97330-6442  
Tel: (541) 757-1505

**COTTAGE GROVE AREA**

P. O. Box 587  
Cottage Grove, OR 97424  
Tel: (541) 942-2411

**CRESWELL**

P. O. Box 577  
Creswell, OR 97426  
Tel: (541) 895-5161

**DALLAS**

P. O. Box 377  
Dallas, OR 97338  
Tel: (503) 623-2564

**DEPOE BAY**

P. O. Box 21  
Depoe Bay, OR 97341  
Tel: (541) 765-2889

**ELGIN**

P. O. Box 1001  
Elgin, OR 97827  
Tel: (541) 437-3211

**ENTERPRISE (Wallowa County)**

P. O. Box 427  
Enterprise, OR 97828  
Tel: (541) 426-4622

**ESTACADA /CLACKAMAS AREA**

477 S. Main St.  
P. O. Box 298  
Estacada, OR 97023  
Tel: (503) 630-3483

**EUGENE AREA**

P. O. Box 1107  
Eugene, OR 97440-1107  
Tel: (541) 484-1314

**FLORENCE AREA**

P. O. Box 26000  
Florence, OR 97439  
Tel: (541) 997-3128

**FOREST GROVE**

2417 Pacific Avenue  
Forest Grove, OR 97116

Tel: (503) 357-3006

**GARIBALDI**

P. O. Box 5  
Garibaldi, OR 97118  
Tel: (541) 332-0301

**GOLD BEACH-WEBBERBURN**

99279 Ellensburg, #3  
Gold Beach, OR 97444-9799  
Tel: (541) 247-7526

**GRANTS PASS/JOSEPHINE**

P. O. Box 970  
Grants Pass, OR 97526  
Tel: (541) 476-7717

**GRESHAM AREA**

150 W. Powell St.  
Gresham, OR 97030  
Tel: (503) 665-1131

**HEPPNER**

P. O. Box 1232  
Heppner, OR 97836  
Tel: (541) 676-5536

**GREATER HERMISTON**

P. O. Box 185  
Hermiston, OR 97838-0185  
Tel: (541) 567-3341

**GREATER HILLSBORO**

334 SE Fifth Ave.  
Hillsboro, OR 97123  
Tel: (503) 648-1102

**HOOD RIVER COUNTY**

405 Portway Avenue  
Hood River, OR 97031  
Tel: (541) 386-2000

**JACKSONVILLE**

P. O. Box 33  
 Jacksonville, OR 97530  
 Tel: (541) 899-8118

**JOHN DAY/GRANT COUNTY**

281 W. Main St.  
 John Day, OR 97845  
 Tel: (541) 575-0547

**JOSEPH**

P. O. Box 13  
 Joseph, OR 97846  
 Tel: (541) 432-1015

**JUNCTION CITY-Harrisburg Chamber**

620 Holly  
 Junction City, OR 97448  
 Tel: (541) 998-6154

**KEIZER Chamber of Commerce**

3700 River Rd., N., #4  
 Keizer, OR 97303  
 Tel: (503) 393-9111

**KLAMATH FALLS (Klamath County) Chamber of Commerce**

701 Plum Avenue  
 Klamath Falls, OR 97601-6031  
 Tel: (541) 884-5193

**LA GRANDE Chamber of Commerce**

1912 Fourth St., #200  
 La Grande, OR 97850  
 Tel: (541) 963-8588

**LAKE OSWEGO Chamber of Commerce**

242 B Avenue  
 Lake Oswego, OR 97034  
 Tel: (503) 636-3634

**LAKEVIEW Chamber of Commerce**

126 Northeast Street  
 Lakeview, OR 97630  
 Tel: (541) 947-6040

**LAKESIDE Chamber of Commerce**

P. O. Box 333  
 Lakeside, OR 97449  
 Tel: (541) 759-3550

**LAPINE Chamber of Commerce**

P. O. Box 616  
 Lapine, OR 97739

Tel: (541) 536-9771

**LEABURG/MCKENZIE RIVER Chamber of Commerce**

P. O. Box 1117  
 Leaburg, OR 97489  
 Tel: (541) 896-3330

**LEBANON AREA Chamber of Commerce**

1040 Park St.  
 Lebanon, OR 97355  
 Tel: (541) 258-7164

**LINCON CITY Chamber of Commerce**

P. O. Box 787  
 Lincoln City, OR 97367  
 Tel: (541) 994-3070

**MADRAS Chamber of Commerce**

P. O. Box 770  
 Madras, OR 97741  
 Tel: (541) 475-2350

**MCMINNVILLE Chamber of Commerce**

417 N Adams Street  
 McMinnville, OR 97128  
 Tel: (503) 472-6196

**MEDFORD Chamber of Commerce**

101 E. Eighth St.  
 Medford, OR 97501-7293  
 Tel: (541) 779-4847

**MILL CITY/NORTH SANTIAM Chamber of Commerce**

P. O. Box 222  
 Mill City, OR 97360  
 Tel: (503) 897-2865

**MILTON-FREEWATER Chamber of Commerce**

505 Ward Street  
 Milton-Freewater, OR 97862-1744  
 Tel: (541) 938-5563

**MOLALLA AREA Chamber of Commerce**

P. O. Box 578  
Molalla, OR 97038  
Tel: (503) 826-6941

**MONMOUTH-INDEPENDENCE Chamber of Commerce**

148 Monmouth St.  
Independence, OR 97351-2422  
Tel: (503) 838-4268

**MT. ANGEL Chamber of Commerce**

P. O. Box 221  
Mt. Angel, OR 97362  
Tel: (503) 845-9440

**MT. HOOD AREA Chamber of Commerce**  
(See Welches Area)**MYRTLE CREEK Chamber of Commerce**

P. O. Box 31  
Myrtle Creek, OR 97457

**MYRTLE POINT Chamber of Commerce**

P. O. Box 265  
Myrtle Point, OR 97458  
541/572-2126

**NEWBERG AREA Chamber of Commerce**

115 N Washington St.  
Newberg, OR 97132  
Tel: (503) 538-2014

**GREATER NEWPORT Chamber of Commerce**

555 SW Coast Hwy.  
Newport, OR 97365  
Tel: (541) 265-8801

**NORTH CLACKAMAS COUNTY Chamber of Commerce**

7740 SE Harmony Rd.  
Milwaukie, OR 97222-1269  
Tel: (503) 654-7777

**NYSSA (C of C & Agriculture, Inc.)**

507 Main St.  
Nyssa, OR 97914  
Tel: (541) 273-3091

**OAKRIDGE Chamber of Commerce**

P. O. Box 217  
Oakridge, OR 97463  
Tel: (541) 782-4146

**ONTARIO Chamber of Commerce**

676 SW 5<sup>th</sup> Avenue  
Ontario, OR 97914  
Tel: (541) 889-8012

**OREGON CITY Chamber of Commerce**

P. O. Box 226  
Oregon City, OR 97045  
Tel: (503) 656-2274

**PACIFIC CITY Chamber of Commerce**

P. O. Box 331  
Pacific City, OR 97135

**PENDLETON Chamber of Commerce**

501 S. Main Street  
Pendleton, OR 97801  
Tel: (541) 276-7411

**PHILOMATH Chamber of Commerce**

P. O. Box 606  
Philomath, OR 97370  
Tel: (541) 929-2454

**PORT ORFORD Chamber of Commerce**

P. O. Box 637  
Port Orford, OR 97465  
Tel: (541) 332-8055

**PORTLAND Business Alliance**

520 SW Yamhill, Ste 1000  
Portland, OR 97204  
Tel: (503) 224-8684

**PRINEVILLE Chamber of Commerce**

390 NE Fairview Street  
Prineville, OR 97754-2037  
Tel: (541) 447-6304

**REDMOND Chamber of Commerce**

446 SW 7th St.  
Redmond, OR 97756-2207  
Tel: (541) 923-5191

**REEDSPORT Chamber of Commerce**

855 Hwy. Ave.  
Reedsport, OR 97467  
Tel: (541) 271-3495

**ROCKAWAY BEACH Chamber of Commerce**

P. O. Box 198  
Rockaway Beach, OR 97136

**ROSEBURG AREA Chamber of Commerce**

P. O. Box 1026  
Roseburg, OR 97470  
Tel: (541) 672-2648

**SALEM Chamber of Commerce**

1110 Commercial St., NE  
Salem, OR 97301  
Tel: (503) 581-1466

**SANDY AREA Chamber of Commerce**

P. O. Box 536  
Sandy, OR 97055  
503/668-4006

**City of SCIO**

P. O. Box 37  
Scio, OR 97374  
Tel: (541) 394-3342

**SEASIDE Chamber of Commerce**

P. O. Box 7  
Seaside, OR 97138  
Tel: (503) 738-6391

**SHERIDIAN Chamber of Commerce**

P. O. Box 98  
Sheridan, OR 97378  
Tel: (503) 843-2322

**SHERWOOD AREA Chamber of Commerce**

25 N. Pine St.  
Sherwood, OR 97140  
Tel: (503) 625-6751

**SILVERTON AREA Chamber of Commerce**

P. O. Box 257  
Silverton, OR 97381  
Tel: (503) 873-5615

**SISTERS Chamber of Commerce**

P. O. Box 430  
Sisters, OR 97759-0430  
Tel: (541) 549-0251

**SPRINGFIELD AREA Chamber of Commerce**

101 S. "A" Street  
Springfield, OR 97477  
Tel: (541) 746-1651

**ST. HELENS-SCAPOOSE Chamber of Commerce**

1934 Columbia Blvd.  
P. O. Box 1036  
St. Helens, OR 97051-8001  
Tel: (503) 397-0685

**STAYTON/SUBLIMITY AREA Chamber of Commerce**

P. O. Box 121  
Stayton, OR 97838  
Tel: (503) 769-3464

**SUNRIVER Chamber of Commerce**

P. O. Box 3246  
Sunriver, OR 97707  
Tel: (541) 593-8149

**SUTHERLIN Chamber of Commerce**

P. O. Box 327  
Sutherlin, OR 97479  
Tel: (541) 459-5829

**SWEET HOME Chamber of Commerce**

1575 Main St.  
Sweet Home, OR 97386  
Tel: (541) 367-6186

**THE DALLES AREA Chamber of Commerce**

404 W Second St.  
The Dalles, OR 97058  
Tel: (541) 296-2231

**TIGARD AREA Chamber of Commerce**  
 12420 SW Main St.  
 Tigard, OR 97223  
 Tel: (503) 639-1656

**TILLAMOOK AREA Chamber of Commerce**  
 3705 Hwy. 101 N.  
 Tillamook, OR 97141  
 Tel: (503) 842-7525

**TOLEDO Chamber of Commerce**  
 Toledo, OR 97391  
 Tel: (541) 336-3183

**TROUTDALE Chamber of Commerce**  
 P. O. Box 245  
 Troutdale, OR 97060  
 Tel: (503) 669-7473

**TUALATIN Chamber of Commerce**  
 19358 Boones Ferry Rd.  
 Tualatin, OR 97062  
 Tel: (503) 692-0780

**UMATILLA Chamber of Commerce**  
 P. O. Box 59  
 Umatilla, OR 97882  
 Tel: (541) 922-5456

**VALE Chamber of Commerce**  
 P. O. Box 661  
 Vale, OR 97918  
 Tel: (541) 473-3800

**GREATER VANCOUVER Chamber of Commerce**  
 404 E 15th Street, #11  
 Vancouver, WA 98663  
 Tel: (360) 694-2588

**VENETA (West Lane) Chamber of Commerce**  
 P. O. Box 335  
 Veneta, OR 97487  
 Tel: (541) 935-1504

**VERNONIA Chamber of Commerce**  
 P. O. Box 7  
 Vernonia, OR 97064  
 Tel: (503) 429-6364

**WALDPORT COMMUNITY Chamber of Commerce**  
 P. O. Box 669  
 Waldport, OR 97394

**WELCHES (Mt. Hood) Chamber of Commerce**  
 P. O. Box 819  
 Welches, OR 97067  
 Tel: (503) 622-3017

**NEHALEM BAY Chamber of Commerce**  
 P. O. Box 159  
 Nehalem, OR 97131-0159

**WILSONVILLE Chamber of Commerce**  
 PO Box 3737  
 Wilsonville, OR 97070  
 Tel: (503) 682-0411

**WINSTON-DILLARD AREA Chamber of Commerce**  
 P. O. Box 68  
 Winston, OR 97496  
 Tel: (541) 679-0118

**WOODBURN AREA Chamber of Commerce**  
 P. O. Box 194  
 Woodburn, OR 97071  
 Tel: (503) 982-8221

**YACHATS AREA Chamber of Commerce**  
 Janet Moore, President  
 P. O. Box 728  
 Yachats, OR 97498  
 Tel: (541) 547-3530

## ECONOMIC DEVELOPMENT AGENCIES

### **CCD Business Development Corporation**

Wayne Lozier, Exec. Director  
744 SE Rose  
Roseburg, OR 97470  
Tel: (541) 672-6728  
Fax: (541) 672-7011

### **COIC**

Ric Ingham, Manager  
Box 575  
Redmond, OR 97756  
Tel: (541) 548-8163  
Fax: (541) 548-3416

### **Columbia Pacific Economic Development District of Oregon**

Tony Hyde, Interim  
Box 598  
St. Helens, OR 97051  
Tel: (503) 397-2888  
Fax: (503) 397-6924

### **Corvallis-Benton County Economic Development Partnership**

Doug Sweetland, President  
1600 SW Western Blvd.  
Corvallis, OR 97333  
Tel: (541) 757-1507  
Fax: (541) 757-2556

### **Economic Development Dept. Josephine County**

Josephine County Courthouse  
Al Koski  
500 N. W. 6th Street  
Tel: (541) 474-5275

### **Eugene/Springfield Metropolitan Partnership, Inc.**

Jack Roberts, Director  
1401 Willamette Street 2<sup>nd</sup> Floor  
Eugene, OR 97401  
Tel: (541) 686-2741  
Fax: (541) 686-2325

### **GEODC**

Melissa Drugge, Exec. Director  
Tel: (541) 276-6745  
Fax: (541) 276-6071

### **Lane Council of Governments**

Steve Dignam, Program Manager  
99 East Broadway, Suite 400  
Eugene, OR 97401  
Tel: (541) 687-4682  
Fax: (541) 682.4099

### **Klamath County Econ Dev, Assoc.**

Tanya Dowse, Program Manager  
P.O. Box 1077  
Klamath Falls, OR 97601  
Tel: (541) 882-9600  
Fax: (541) 882-7648

### **Mid-Willamette Valley Economic Development District**

Ray Teasley, Program Manager  
105 High St, SE  
Salem, OR 97301  
Tel: (503) 588-6177  
Fax: (503) 588-6094

### **Northeast Oregon Economic Development District**

Lisa Lang, Exec. Director  
Tel: (541) 426-3598  
Fax: (541) 426-9058

### **Oregon Cascades Financial Services**

Mary Smith, Director  
P.O. Box 686 / 1400 Queen Ave.  
Albany, OR 97321  
Tel: (541) 924-8465  
Fax: (541) 967-4651

### **Salem Economic Development Corporation**

Larry Glasscock, Director  
350 Commercial Street, NE  
Salem, OR 97301  
Tel: 503.588.6225  
Fax: 503.588.6240

### **Southern Oregon Regional Economic**

**Development, Inc.**

Gordon Safley, Exec. Director  
332 West Sixth Street  
Medford, OR 97501-2711  
Tel: (541)773- 8946  
Fax:(541)779-0953

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**U.S. Department of Commerce  
Economic Development**

**Administration**

Anne Berblinger  
One World Trade Center  
121 SW Salmon Street, Suite 244  
Portland, OR 97204  
Tel: 503.326.3078  
Fax: 503.326.6351

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## FOREIGN TRADE ZONES (FTZ)

**Zone No. 45, Portland**

Port of Portland  
Peggy J. Krause  
P. O. Box 3529  
Portland, OR 97208  
(503) 731-7537

**Zone No. 184, Klamath Falls**

City of Klamath Falls Dock Commission  
Joseph Riker  
P. O. Box 237  
500 Klamath Ave.  
Klamath Falls, OR 97601  
(503) 883-5361

**Zone No. 132, Coos County**

International Port of Coos Bay Commission  
Martin Callery, Director of Marketing  
125 Central, Suite 1215  
P. O. Box 1215  
Coos Bay, OR 97420  
(503) 267-7678

**Zone No. 206, Medford-Jackson  
County**

Jackson County  
Burke M. Raymond  
10 South Oakdale  
Medford, OR 97501  
(503) 776-7269



## **INDEX: INTERNATIONAL BUSINESS INTERNET SITES**

**African Development Bank**

<http://www.afdb.org/>

**Asian Development Bank**

<http://adb.org>

**APEC Tariff Rates**

<http://www.apectariff.org>

**Asian Business Watch**

<http://www.asianbusinesswatch.com>

**Asian Development Bank**

<http://www.adb.org/>

**Bureau of Industry and Security**

<http://www.bxa.doc.gov/>

**Business, Finance & International Trade Information**

<http://www.selectsurf.com/business/trade/>

**Caribbean Development Bank**

<http://www.caribank.org/>

**Central and Eastern European Business Center**

<http://www.mac.doc.gov/ceebic/>

**Electronic Embassy (in D.C)**

<http://www.embassy.org>

**EuroNet**

<http://www.euro.net>

**European Bank  
For Reconstrauction and Development**

<http://ebrd.org>

**European Union**

<http://europa.eu.int/>

**Exchange Rates**

<http://www.oanda.com/convert/classic>

**Export Hotline**

<http://www.exporthotline.com/index.html>

**Federal Trade Commission**

<http://www.ftc.gov>

**Federation of International Trade Associations**

<http://www.fita.org/index.html>

**Foreign Agricultural Service, USDA**

<http://www.fas.usda.gov>

**Inter-American Development Bank (IDB)**

<http://www.iadb.org>

**International Chamber of Commerce**

<http://www.iccwbo.org/index.asp>

**International Finance Corporation (IFC)**

<http://www.ifc.org>

**International Organization for Standardization**

<http://www.iso.ch/iso/en/ISOOnline.openerpage>

**International Trade Administration**

<http://www.ita.doc.gov>

**Latin America Trade Council of Oregon**

<http://www.latco.org>

**Market Access and Compliance**

<http://www.mac.doc.gov>

**National Association of Foreign Trade Zones**

<http://www.naftz.org/>

**National Institute of Standards & Technology  
(Metric Information)**

<http://www.physics.nist.gov>

**North American Development Bank**

<http://www.nadbank.org>

**Office of Foreign Assets Control, U.S. Treasury**

<http://www.ustreas.gov/offices/enforcement/ofac/>

**Oregon Department of Agriculture**

<http://www.oda.state.or.us/index.html>

**Oregon Economic & Community Development  
Department**

<http://www.econ.state.or.us>  
<http://www.econ.state.or.us/oregontrade/index.htm>

**Oregon Innovation Center**

<http://www.oregoninnovation.org/>

**Oregon Manufacturing Extension Partnership**

<http://www.omep.org>

**Overseas Private Investment Corporation (OPIC)**

<http://www.opic.gov>

**Small Business Administration (SBA)**<http://www.sba.gov/>**Small Business Resource Directory**<http://www.e-tradingpost.com>**STAT-USA (National Trade Data Bank)**<http://www.stat-usa.gov>**Thomas Register**<http://www.thomasregister.com>**TradePort**<http://www.tradeport.org>**Trade Show Central**<http://www.tscentral.com>**U.S. Business Advisor**<http://www.business.gov/>**U.S. Department of Agriculture**<http://www.usda.gov>**U.S. Department of Commerce**<http://www.buyusa.gov/home/><http://www.commerce.gov/><http://www.export.gov><http://www.trade.gov>**U.S. Export-Import Bank of the United States**<http://www.exim.gov>**U.S.-Japan Society of Oregon**<http://www.us-japan.org>**U.S. Securities and Exchange Commission**<http://www.sec.gov>**U.S. Trade and Development Agency**<http://www.tda.gov>**U.S. Trade Representative, Office of**<http://www.ustr.gov>**Western United States Agricultural Trade Association**<http://www.wusata.org/home.html>**World Bank Group**<http://www.worldbank.org>**World Trade Center, Portland**<http://www.wtcpd.com/>

For additional web sites see also QUICKFINDER section on the next page or contact the USEAC office.

## QUICKFINDER: Web Sites Search by Category

### **Getting Started**

Basic Guide to Exporting  
<http://unzco.com/basicguide/index.html>  
 U.S. Department of Commerce  
<http://www.export.gov>  
 Export Institute  
<http://www.exportinstitute.com>  
 Global Speak  
<http://www.globalspeak.com>  
 Trade Advisor  
<http://www.tradenet.gov>  
 Trade Information Center  
<http://www.ita.doc.gov/tic>  
 TradeCompass  
<http://www.tradecompass.com>  
 TradePort  
<http://www.tradeport.org>

### **Market Research**

U.S. Department of Commerce  
<http://www.usatrade.gov>  
<http://www.export.gov>  
 Foreign Agriculture Service/USDA  
<http://www.fas.usda.gov>  
 MSU-CIBER  
<http://ciber.bus.msu.edu/busres.htm>  
 Passport by Ernst & Young  
<http://www.doingbusinessin.com>  
 Stats-USA--some information is fee-based  
<http://www.stat-usa.gov>  
 US trade statistics assembled by Canadian government  
<http://strategis.ic.gc.ca>

### **Market Development, Links & Directories**

U.S. Department of Commerce (DOC)  
<http://www.usatrade.gov>  
<http://www.buyUSA.com>  
 DOC's International Buyers Program  
<http://www.usatrade.gov/ibp>  
 Export Zone  
<http://www.exportzone.com>  
 Global Yellow Pages  
<http://www.globalyp.com>  
 Japan External Trade Organization  
<http://www.jetro.go.jp>  
 Latin American Trade Council of Oregon  
<http://www.latco.org/naftalink.html>  
 Oregon International Trade Office  
<http://www.econ.state.or.us/oregontrade/itd.htm>  
 Thomas Register  
<http://www.thomasregister.com>  
 Trade Shows worldwide  
<http://www.tscentral.com>  
 Tradeport  
<http://www.tradeport.org>

### **Harmonized Schedule/Schedule B Numbers**

U.S. Census  
<http://www.census.gov/foreign-trade>

### **Export Regulations and Standards**

Bureau of Industry & Security  
<http://www.bxa.doc.gov>  
 International Chamber of Commerce [INCOTERMS]  
[http://www.iccwbo.org/index\\_incoterms.asp](http://www.iccwbo.org/index_incoterms.asp)  
 ATA Carnets  
<http://www.uscib.org>  
 International Standards Organization  
<http://www.iso.ch>  
 Office of Foreign Assets Control  
<http://www.ustreas.gov/ofac>  
 U.S. Customs Service  
<http://www.customs.ustreas.gov>

### **Cultural and Country Information**

State Department  
<http://www.state.gov>  
 CultureGrams  
<http://www.culturegrams.com>  
 Executive Planet  
<http://www.executiveplanet.com>

### **Export Legal Assistance**

Export Legal Assistance Network  
<http://www.fita.org/elan>

### **U.S. Government Export Finance Programs**

U.S. Small Business Administration  
<http://www.sba.gov/oit>  
 Export-Import Bank of the United States  
<http://www.exim.gov>

### **U.S. Government Programs Supporting Investments, Infrastructure Projects, or Aid in or to Developing Countries**

Overseas Private Investment Corporation  
<http://www.opic.gov>  
 U.S. Agency for International Development  
<http://www.usaid.gov>  
 U.S. Trade Development Agency  
<http://www.tda.gov>

### **Multilateral Development Banks**

Africa Development Bank  
<http://www.afdb.org>  
 Asia Development Bank  
<http://www.adb.org>  
 European Bank for Reconstruction & Develop.  
<http://www.ebrd.org>  
 Inter-America Development Bank  
<http://www.idb.org>  
 World Bank  
<http://www.worldbank.org>

## COUNTRY CONTACTS

This is a small sampling. Additional listings available through the Oregon Department of Economic Development or the Government Bookstore.

### **CANADA**

Robert Jones  
Commercial Consulate  
Vancouver BC Canada  
Tel: (604)685-3382

### **CHINA- PEOPLES REPUBLIC**

Consulate General  
1450 Laguna Street  
San Francisco, CA 94115  
Tel: (415) 674-2900  
Fax: (415) 563-0494

### **US – CHINA BUSINESS COUNCIL**

1818 N. St., NW – Suite 200  
Washington, DC 20036  
Tel: (202) 429-0350  
Fax: (202) 775-2476

### **EUROPEAN UNION**

US DEPARTMENT OF COMMERCE  
Office of European Community &  
Regional Affairs  
14<sup>th</sup> St. & Constitution Ave, NW  
Washington, DC 20230  
Tel: (202) 482-5271  
Fax: (202) 482-2897

### **FEDERAL REPUBLIC OF GERMANY**

Honorary Consul  
200 SW Market St., Suite 1695  
Portland, OR 97201  
Tel: (503) 222-0490

### **GERMAN AMERICAN CHAMBER OF COMMERCE of the Western US**

44 Montgomery St., Suite 400  
San Francisco, CA 94104  
Tel: (415) 983-9565  
Fax: (415) 983-9560

### **HONG KONG**

ECONOMIC & TRADE OFFICE  
130 Montgomery  
San Francisco, CA 94104  
Tel: (415) 397-2215  
Fax: (415) 421-0646

### **REPUBLIC OF INDONESIA**

Consulate General  
1111 Columbus Avenue  
San Francisco, CA 94133  
Tel: (415) 474-9571  
Fax: (415) 441-4320

### **JAPAN**

Consulate General  
1300 SW 5<sup>th</sup> Ave, Ste 2700  
Portland, OR 97201  
Tel: (503) 221-1811  
Fax: (503) 224-8936

### **JETRO – San Francisco**

235 Pine Street, Suite 1700  
San Francisco, CA 94104  
Tel: (415) 392-1333  
Fax: (415) 788-6927

### **REPUBLIC OF KOREA**

Consulate General  
3500 Clay Street  
San Francisco, CA 94118  
Tel: (415) 921-2251  
Fax: (415) 921-5946

### **MALAYSIA**

Consulate General  
550 S. Hope St., Ste 400  
Los Angeles, CA 90071  
Tel: (213) 892-1238  
Fax: (213) 892-9031

**MEXICAN CONSULATE**

1234 SW Morrison  
 Portland, OR 97205  
 Tel: (503) 274-1442  
 Fax: (503) 274-1540

**The PHILIPPINES CONSULATE**

Trade Commissioner  
 3600 Wilshire Blvd, Suite 219  
 Los Angeles, CA 90010  
 Tel: (213) 639-0980  
 Fax: (213) 639-0990

**SINGAPORE**

INT'L ENTERPRISES  
 55 e 54<sup>TH</sup> St, Suite 21A  
 New York, NY 10023  
 Tel: (212) 421-2207  
 Fax: (212) 888-2897

**TAIWAN**

TAIPEI ECONOMIC & CULTURAL  
 OFFICE in Los Angeles  
 3660 Wilshire Blvd., Suite 918  
 Los Angeles, CA 90004  
 Tel: (213) 380-3644  
 Fax: (213) 380-3407

**THAILAND**

THAI TRADE CENTER  
 611 N Larchmont Blvd., 3<sup>rd</sup> Fl.  
 Los Angeles, CA 90010  
 Tel: (323) 466-9645  
 Fax: (323) 466-1559